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SUBJECT: U.S.-ROMANIAN TRADE SEMINAR: VISITS OF VOLSPKRS JOHN
HARDT AND ROBERT BRUNGART

1. SUMMARY. VISITS BY JOHN HARDT, SENIOR ECONOMIST SPECIALIZING IN SOVIET AND EAST EUROPEAN TRADE WITH LIBRARY OF CONGRESS, AND ROBERT BRUNGART, MINISTER-COUNSELOR FOR ECONOMIC AFFAIRS WITH U.S. MISSION GENEVA, BROUGHT BEFORE ROMANIAN TARGET AUDIENCES U.S. VIEWS ON VARIETY OF BILATERAL AND INTERNATIONAL ECONOMIC ISSUES. WITH EXCEPTION OF DISAPPOINTING ATTENDANCE AT U.S. - ROMANIAN TRADE SEMINAR HELD JULY 8 IN AMERICAN LIBRARY, WE JUDGE THEIR VISITS TO HAVE BEEN NOTABLE SUCCESSES. END SUMMARY.

2. FOCAL POINT OF HARDT AND BRUNGART VISITS WAS THEIR PARTICIPATION IN A U.S.- ROMANIAN TRADE SEMINAR. SEMINAR WAS AN EXPERIMENT IN A DIFFERENT TYPE OF ECONOMIC INFORMATION PROGRAMMING ORGANIZED AT OUR INITIATIVE TO STIMULATE GENERAL DISCUSSIONS ON U.S. PREMISES RE U.S.-ROMANIAN TRADE PROBLEMS, EAST-WEST COMMERCE IN GENERAL AND MULTILATERAL ISSUES SUCH AS MTN, UNCTAD, AND NIEO. TWO DISTINGUISHED ROMANIANS WERE INVITED TO PARTICIPATE IN THESE DISCUSSIONS, COSTIN MURGESCU, DIRECTOR OF INTERNATIONAL MARKETING INSTITUTE AND CLOSEST ONE CAN
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COME TO BEING AN IDEOLOGUE FOR ROMANIAN FOREIGN TRADE POLICY,

AND NICOLAE DUMITRESCU, DIRECTOR-GENERAL OF MINISTRY OF FOREIGN TRADE AND THE GOR'S EXPERT ON MULTILATERAL TRADE ISSUES. WE ALSO WORKED CLOSELY WITH ROMANIAN ECONOMIC AND TRADE INSTITUTIONS TO PUT TOGETHER SELECT GUEST LIST OF 80 ROMANIAN SPECIALISTS TO ATTEND THE SEMINAR AS OBSERVERS, AND RECEIVED 30 ACCEPTANCES AND 20 "PROBABLES" BEFOREHAND. TO KICK OFF SEMINAR, USIA PRODUCED A 20-MINUTE VTR INTERVIEW OF DEPUTY ASSISTANT SECRETARY OF COMMERCE ARTHUR DOWNEY DISCUSSING BILATERAL ECONOMIC AND COMMERCIAL RELATIONS.

3. ALTHOUGH BOTH MURGESCU AND DUMITRESCU ACCEPTED OUR INVITATIONS, DUMITRESCU HAD TO BACK OUT SEVERAL WEEKS BEFOREHAND, AND HIS REPLACEMENT, ALSO A RANKING OFFICIAL FROM THE FOREIGN TRADE MINISTRY, CONSTANTIN FOTA, PULLED OUT AS WELL THE DAY BEFORE THE SEMINAR. A LAST-MINUTE REPLACEMENT, AUREL GHIBUTIU, CHIEF OF SECTION FOR DEVELOPED NATIONS AT MURGESCU'S MARKETING INSTITUTE ULTIMATELY TOOK PART.

4. ONLY 15 ROMANIANS SHOWED UP FOR THE SEMINAR, A GREAT DISAPPOINTMENT ESPECIALLY SINCE THE DISCUSSIONS TURNED OUT MUCH BETTER THAN WE HOPED. MURGESCU SPOKE OPENLY AND WITH CHARACTERISTIC ANIMATION ABOUT ROMANIAN FOREIGN TRADING POLICY ON BILATERAL AND MULTILATERAL PLANES, AND HARDT AND BRUNGART MADE FORCEFUL PRESENTATIONS OF U.S. VIEWS ON EAST-WEST TRADE, RESULTS OF UNTAD, AND NIEO. DOWNEY VTR PROVED A VALUABLE INTRODUCTION TO SEMINAR, PROVOKING DISCUSSIONS ON SEVERAL ISSUES CONCERNING BILATERAL TRADE. AMBASSADOR BRANES OPENED SEMINAR WITH BRIEF STATEMENT AND ECONOMIC COUNSELOR CHAIRED DISCUSSIONS.

5. BEST ASPECT OF HARDT AND BRUNGART VISITS TURNED OUT TO BE THEIR INDIVIDUAL MEETINGS WITH ROMANIAN ECONOMIC AND TRADE SPECIALISTS. IN PARTICULAR THEIR MEETING AT ROMANIAN PLANNING COMMISSION - A NOTABLY CLOSED-MOUTH ORGANIZATION - STOOD OUT. ALTHOUGH WE HAVE GAINED ENTRANCE TO THE COMMISSION BEFORE, NEVER HAVE THEIR OFFICIALS BEEN AS RECEPTIVE OR FORTHCOMING AS THEY WERE WITH HARDT AND BRUNGART. HARDT'S AND BRUNGART'S OTHER MEETINGS AT THE FOREIGN MINISTRY, FOREIGN TRADE MINISTRY, AND MARKETING INSTITUTE ALSO WERE IMPORTANT OCCASIONS FOR THE EXCHANGE OF INFORMATION AND OPINION.

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6. IN ADDITION TO ABOVE, HARDT GAVE A LECTURE AT THE AMERICAN LIBRARY JULY 8 ON "PROSPECTS FOR E-W TRADE". IN THIS TALK HARDT CONCENTRATED ON THE ROLE OF CONGRESS IN MAKING AMERICAN FOREIGN ECONOMIC POLICY, AND SPECIFICALLY ADDRESSED THE ISSUE OF MFN AND EAST EUROPEAN NATIONS. SOME 40 ROMANIANS AND THIRD COUNTRY DIPLOMATS ATTENDED THE LECTURE.

7. WE VIEW HARDT AND BRUNGART VISITS AS HAVING BEEN SUCCESSES, ESPECIALLY INsofar AS REINFORCING U.S. VIEWS ON MAJOR INTERNATIONAL ECONOMIC ISSUES ARE CONCERNED. OUR SEMINAR ON U.S.-ROMANIAN TRADE HAD MIXED RESULTS. THE FACT THAT IT WAS HELD AT THE AMERICAN LIBRARY PROBABLY CONTRIBUTED TO THE DISAPPOINTING ATTENDANCE, ALTHOUGH EVEN THAT OBSTACLE MIGHT HAVE BEEN OVERCOME IF WE HAD HAD AN OFFICIAL ROMANIAN INSTITUTION AS CO-SPONSOR.
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